

# **Procurement Times**

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**Enterprise GWAC Division** 

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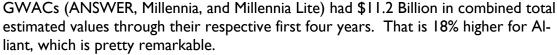
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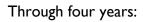
Enterprise GWAC
Acquisition Division

#### **Director's Corner**

Happy Birthday, Alliant! The GSA Alliant GWAC turned four years old on May I, 2013. It's hard to believe how fast the past four years have gone, especially given all the accomplishments and progress made. They say time flies when you're having fun, and what an enjoyable run this has been. To give some perspective, I thought I would share some of the highlights since Alliant was born.

There are 309 Alliant Task Orders (TOs) issued with a total estimated value (assuming each option period on each TO award is executed) of \$13.2 Billion. For comparison purposes, the three highly successful expired GSA legacy enterprise GWACs (ANSWER, Millennia, and Millennia Lite) had \$11.2 Billions.





- ♦ 2,442 people have taken Alliant / Alliant Small Business GWAC training
- 915 warranted Contracting Officers were issued a Delegation of Procurement Authority (DPA) to issue TOs against Alliant
- ♦ 435 Statements of Work (SOWs) have been submitted to the Alliant Scope Review team
- 46 federal agencies have awarded at least one TO under Alliant
- ◆ 45 of the 58 Alliant prime contractors have been issued at least one TO
- Since GSA became the first federal agency to move its email to the cloud using the Alliant GWAC, an additional 22 TOs for \$548M have been issued under Alliant for cloud computing related services, making Alliant one of the most, if not the most, highest used IT contract vehicles for cloud computing in the Federal government
- ◆ To date, only 6% of Alliant TOs awarded have been protested and not a single one has been upheld.

Alliant's success is a direct result of the dedicated GSA team members that have supported this contract, and a tremendous group of collaborative industry partners that assisted in our mutual goal of delivering innovative, state-of-the-art Information Technology (IT) solutions faster, and at better prices through competition.

We look forward to this continued success for the next several years and are both thankful and grateful to all of our customers that have given us the opportunity to serve.

Casey Kelley

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## **Mobility Trends**

According to new research published by MarketsandMarkets, a global market research company, the Global "Bring Your Own Device" (BYOD) and enterprise mobility market will reach \$181 billion by 2017, with a compound annual growth rate (CAGR) of 15.17%. This is up from just \$67.21 billion in 2011.

These big numbers and a huge emerging market will get everyone excited. So how can we leverage the trend? The answer begins with an understanding that mobility and BYOD change behavior and tend to merge the personal and professional persona putting social media, big data and enterprise apps at your fingertips anytime and anywhere using any device that your agency supports. The rewards are substantial when we are allowed to use tools we are accustomed with to perform our jobs. As an example, the benefits of simply using social media are now measurable and substantial. The federal government now delivers services and information always, anytime, anywhere.

In a recent Forbes article Jim Keenan, the social sales guru, stated that when asked to describe his work today, he'll tell you that he's "Ushering salespeople from the old world into the social world, but up until now, we've had no real data". So sensing an opportunity, Keenan's firm recently released a report on the impact of social media on quota attainment and the results were impressive. The most interesting finding was that in 2012, 72.6% of sales people using social media to sell out-performed those who weren't using social media.

In the end, mobility and social media are the big players in the game of success and the Alliant contracts are poised to make the acquisition of the technology possible and streamlined. Alliant can help to build new communications and collaboration technologies to share experiences and ideas and to build strategies and toolsets across agencies--making the most of current budgets while meeting the expectations of a citizenry on the move.

\*Marketandmarkets.com - 05/13; \*\*Forbes Online - 5/19/13

- Richard Blake

"Big numbers
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# **Alliant May 2013 STATS**

	Total Or-	Total Estimated		Top Ten Agencies Using Alliant	Overall Estimated Value
	ders Issued	Dollars	1.	Dept. of Homeland Security	\$ 2.6 B
GSA Assisted			2.	Dept. of State	\$ 2.5 B
Services	134	\$ 6,612,297,629	3.	Dept. of the Air Force	\$ 1.69 B
00.000			4.	Dept. of the Army	\$ 1.2 B
Direct Order	175	\$ 6,640,045,986	5.	Dept. of Justice	\$ 1.1 B
Direct Bill	275	φ σ,σ ισ,σ ισ,σσσ	6.	Dept. of Agriculture	\$ 465 M
Totals:	309	\$13,252,343,616	7.	Dept. of Human and Health Svcs.	\$ 457 M
		<b>4-0,-0-,0 10,0-0</b>	8.	Defense Cyber Crime Security	\$ 454 M
			9.	U.S. Central Command	\$ 433 M
			10.	Dept. of the Navy	\$ 417 M

# Mimi Bruce & John Cavadias Selected as Speakers for NCMA World Congress

The GSA's Alliant Program's Mimi Bruce, Director of Client Services and John Cavadias, Alliant Contracting Officer in collaboration with GSA Schedules Tommy Benton, Senior Procurement Analyst, and Steve Sizemore, Senior Program Analyst, were selected as speakers for the National Contract Management Association's (NCMA) World Congress 2013. They will be presenting two separate seminars entitled "Interagency Acquisitions: Introduction to Key Contracting Vehicles for Streamlining Your Procurement with Multiple Award Schedules (MAS) and Governmentwide Acquisition Contracts (GWACs)". The seminars (Part I and Part II) were submitted and accepted under fierce competition.



The presentation will focus on how GWACS and MAS vehicles can streamline the acquisition lifecycle saving time, money, and resources. Discussions will highlight the history and trends in Interagency Acquisitions, then discuss the applicable FAR parts that specifically highlight the differences between FAR 15.3 source selection and the more streamlined parts of FAR 8.4 and 16.5. The similarities and differences between Schedules and GWACs and the typical questions asked when navigating the options on which vehicles to use will be discussed. On that foundation, the Part I seminar, will move beyond just the comparisons and show attendees examples and approaches that offer innovative streamlined methods in acquiring a range of IT service solutions. GSA's presence will help support the ongoing trend in using Interagency Acquisitions and clarify any misunderstandings that may exist when considering these comprehensive contractual vehicles.

NCMA World Congress will be held July 21–25, 2013, at the Gaylord Opryland Hotel & Convention Center in Nashville, Tennessee. World Congress is an annual event that provides professional development opportunities to the greatest minds in contracting, procurement, and acquisition. The event, which was recently selected as one of the "Top 25 Government Conferences of 2013," features more than 140 educational training sessions, over 80 exhibits,19 networking and social events, a free Contract Management Career Fair, and much more. Please join us at NCMA World Congress on Monday July 22nd for these informative and innovative sessions.

Learn more today at www.ncmahq.org/speakwc13.

- Mimi Bruce & John Cavadias

### **Alliant's Commitment to Small Business**

The Alliant Contracts' subcontracting dollars achieved to date demonstrates the abundant opportunity for small businesses to remain viable business partners along side the Alliant Industry Partners. As of April 30, 2013, the Alliant GWAC has subcontracted over \$534 million to small businesses and the breakdown for the socioeconomic categories are as follows:

- Small disadvantaged Business, \$130 million awarded
- ♦ Women-Owned Small Business, \$122 million awarded
- ♦ Veteran-Owned Small Business, \$117 million awarded
- Service-Disabled Veteran-Owned Small Business, \$37 million awarded
- ♦ HUBZone, \$20 million awarded

NOTE: Socioeconomic categories are a subset of the overall small business subcontracting goal.

Subcontracting plans are established, approved, and managed at the Alliant Basic Contract level, herefore it is the Alliant GWAC Contracting Officer's (CO's) responsibility to ensure contractor compliance to their individual subcontracting plan. Prime contractor conformance to their individual subcontracting goals are rated in the Contractor Past Performance Assessment Report System (CPARS) by the Alliant CO and is a significant performance metric for the Alliant Conractor.

Because subcontracting plans are required and managed at the Alliant Basic Contract level, individual subcontracting plans at the task order level are not required or recommended. However, agencies may still foster small business participation by encouraging contractors to submit their mall business subcontracting approach as part of their Task Order (TO) proposal and/or to use he offerors' small business subcontracting approach as a significant evaluation factor in its selection process. (13 C.F.R. 125.3(g) Subcontracting consideration in source selection.)

n conclusion, small business subcontracting is highly encouraged under the Alliant GWAC. We encourage the Ordering Contracting Officers (OCOs) to focus and foster small business participation on their individual TOs by asking their awarded Alliant Industry Partners what their approach to incorporate small business participation will be in their projects. Be specific as to what socioeconomic goal(s) you want achieved. Together, we can ensure that the Alliant Indusry Partners are responsive and committed to the success of the small business community.

Roger Chapin

# **GWAC Information and Client Support**



If you are interested in learning more about the GSA Government wide Acquisition Contracts, please visit: www.gsa.gov/gwac. Everything you need to know can be found with a click of a button!

If you wish to speak to a GWAC staff member, you can contact Client Support by dialing (877) 534-2208 or sending an email to Alliant at alliant@gsa.gov.

This is just an example of the many ways you can get in touch with us!

# How to Write a Quality Narrative

Contractor past performance is receiving a great deal of visibility Governmentwide because it is critical to ensuring that the government does business with companies that deliver quality goods and services on time and within budget. Source selection officials rely on meaningful and timely assessment of contractor performance to make informed business decisions when awarding federal contracts. Therefore, past performance is an important responsibility that we all share as acquisition professionals. To support this critical need, Mimi Bruce, Director of Client Support, and Paul Martin, Contracts Branch Chief, in collaboration with NAVSEA instructors has developed a customized IT Service CPARS presentation entitled "How to Write a Quality Narrative".

The intent of this presentation is to help Contracting Officers and their acquisition teams write better and more meaningful past performance assessments in the Past Performance Information Retrieval System (PPIRS). Topics include:

- Facilitating government-contractor communication
- Motivating improved contractor performance
- Preparing contractor report cards to be used in support of government source selections

In FY 2013 the GWAC staff and NAVSEA offered three sessions to all Contracting Officers and their acquisition teams who have issued Orders under Alliant. Total attendance for all three sessions was 182 with rave reviews from attendees.

For further information on these training sessions, or any upcoming training sessions including Delegation of Procurement, please contact Mimi Bruce at 877-534-2208.

- Mimi Bruce & Paul Martin

	A	lliant in	the Cloud
		Total Orders	Total Estimated Value
	FY09	1	\$ 17,948,518.00
	FY11	4	\$ 19,011,028.00
	FY12	11	\$ 284,014,697.10
	FY13	6	\$ 227,069,358.52
-	TOTAL	22	\$ 548,043,601.62

# First Alliant and Alliant Small Business Joint Outreach

The Enterprise GWAC and Small Business GWAC Divisions held its first joint Alliant and Alliant Small Business GWAC Outreach Conference in Philadelphia, PA on April 10, 2013. Although we've conducted successful outreach events in the past, this was the first time that we partnered with the Alliant Small Business GWAC program. This conference provided both GSA and Alliant industry partners a platform to collaborate with each other on current challenges, successes, issues and review lessons learned on how to best support federal customers'



information technology needs. The conference also helped small business industry partners network with large businesses and discuss potential teaming opportunities.

Regional partnership and collaboration has always been an important theme in the growth and success of the GSA GWAC's past and present. The Assisted Acquisition Service (AAS) Region 3, hosted the event and participation included representatives from GSA's Region's 1, 2 and 3. All three regions provided federal government Subject Matter Experts (SME) during the popular and sought after round table discussions whereby Industry and Government communicate directly on issues that affect business opportunities and long term working relationships.

The morning started with a Region 3 panel covering various key topics such as:

- → How to Develop Smarter Quotes & Proposals
- → Tips on Contractor Submissions
- → Checking the Response
- → Streamlining Techniques Interview Style Orals

The afternoon session consisted of round table discussions which were manned by SMEs from each regional representative along with the GSA GWAC



Program and Contracts personnel). Industry was able to meet with different SMEs in smaller roundtable discussions that rotated in 30 minute intervals. Overall, this was a very successful event with over 150 people in attendance and we received very positive feedback!

#### **Industry Feedback:**

Congratulations on a very successful Alliant Outreach Event. The agenda and speakers were perfect for the occasion and you could tell by the number of participants from GSA and industry that the timing was just right. Overall, I think that the expectations were high and they were met. **- Ted Buford - CACI** 

#### **GSA** Feedback:

I agree these types of outreach programs between GSA and industry is critical for exchanging ideas and information in support of federal agency requirements. Occasional in person meetings are valuable to keep communications open and assist in relationship building. — Mark Aucello, Director, FAS AAS Region 3

- Jennifer Jeans

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#### We Want Your Feedback

The Enterprise GWAC Division's Procurement Times Newsletter has been a tradition since the inception of the ANSWER Contract. We believe it adds value by providing Government and Industry insight into current GWAC trends, activities, and noteworthy accomplishments. We want this newsletter to be of value to you so we are asking for your input What do you like? What would you like to see more of or less of? Any other comments that you believe may add value to future newsletters?

Please submit your comments to jennifer.jeans@gsa.gov